Warming Up Before a Round: What Really Matters in Business Golf

Key Concepts Covered

- Warming up is helpful, but not essential-especially when playing golf for business.
- If you're running late, don't over-apologize-just let your group know you're ready to go.
- If you're hosting, recommend arriving 45 minutes early-it gives guests time to loosen up and you time to connect.
- Use pre-round time to break the ice, especially if you haven't spent time together outside work.
- If no one warmed up, the first tee is a chance to laugh it off and set a relaxed tone.
- Offering a breakfast ball on the first tee is a great way to build goodwill and lower tension.
- Remember, the real objective isn't perfect golf-it's relationship-building.

Pro Tips

- Be flexible-never let warm-up routines overshadow the human connection.
- First tee laughs do more for deals than first tee bombs.
- Make people feel welcome-not pressured-and they'll want to play with you again.

Next Step: Watch the 'Warming Up Before a Round' video in your Golf4Biz Learning Center